

# GENERAL SERVICES ADMINISTRATION

## FEDERAL SUPPLY SERVICE AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

ON-LINE ACCESS TO CONTRACT ORDERING INFORMATION, TERMS AND  
CONDITION, UP-TO-DATE PRICING AND THE OPTION TO CREATE AN  
ELECTRONIC DELIVERY ORDER ARE AVAILABLE THROUGH GSA ADVANTAGE AT:

[HTTP://WWW.FSS.GSA.GOV](http://www.fss.gsa.gov)

## FEDERAL SUPPLY SCHEDULE 084

Law Enforcement, Security, Facilities Management, Fire,  
Rescue, Special Purpose Clothing, Maritime  
Emergency/Disaster Response, Chemical/Biological Response

FSC Classes: 4230,8405& 3690

Business Size: Small

**Contract Period of Performance: March 30, 2015 – March 29,2020**

# FEDERAL STRATEGIES

[www.fed-strat.com](http://www.fed-strat.com)

*Last Modified 10/11/2016*

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## FEDERAL STRATEGIES, LLC OVERVIEW

### The Company

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Federal Strategies, LLC was established May 2014 in Fredericksburg, Virginia. We provide management and training support for efforts as large as converting management of the United States Marine Corps NBC assets to contractor management, and as focused as designing and implementing an improved asset management system for National Guard training support throughout the United States and Territories. We have extensive experience in DoD acquisition program management including Prime Vendor and Contractor Logistics Support implementation. We have designed and implemented initial and sustainment training plans for program support and have worked with customers to design scenarios to test particular competencies. We tailor solutions to meet the most demanding budgets and time constraints and provide staff on short notice to support programs from Alaska to Iraq.

### Experience

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Federal Strategies, LLC brings extensive field and technical knowledge to the table, with hands-on experience in a diverse range of First Response areas. Excellent results are obtained in the areas of training military and civil responders alike because we focus on standardized learning objectives, training standards, meeting national training requirements, and instructor competency. Our key to success is mastery of the process, regardless of equipment type. We work closely with clients to plan and implement training along with contractor logistic support programs. We established and implemented CONUS and OCONUS training efforts for USMC and U.S. Army Chemical, Biological, Radiological, Nuclear and Explosive (CBRNE) and tactical response units. We planned and implemented performance-based logistics and training plans for the Army in support of Civil Support Team training. We continue to provide the Marine Corps and U.S. Army with the solutions to today's technological advances. Federal Strategies, LLC is ready to assist with any training issues across the hazardous material response, mitigation, remediation and other program challenges.

Federal Strategies, LLC has been the training solution for many New Equipment Packages for both government agency and fire services around the world. Our technology training brings science to the battlefield, teaching soldiers how to use HAPSITE Gas Chromatograph/Mass Spectrometers (GC/MS) and HazMat ID Infra-Red (IR) spectrometers. Our approach has made it possible for non-chemists to provide accurate analytical results to their command. Our instructors have been teaching this type of technology for fifteen years and are considered the best in the field.

Our First Response training includes: HazMat Awareness, HazMat Operations, HazMat Technician, National Incident Management System, Confined Space, Rescue, Ropes, and many other required or elective courses. Our courseware is IFSAC, DoD, or National Fire Academy accredited. Our instructors have over 30 years of experience and hail from some of the busiest Fire Departments in the country. We have a pool of over 200 certified instructors and can fill any required training need.

Explosive Ordnance Disposal (EOD) awareness and identification is an expanding role for Federal Strategies. We have been supporting the U.S. Army with EOD awareness training. We designed courses for Unexploded Ordnance (UXO), IED recognition and response, x-ray interpretation, render-safe procedures and techniques, EOD tools and equipment, to include robotics. Our lead instructor in this

arena is a retired U.S. Army Master Technician with over 20 years of experience in the field supporting military, agency, and civil bomb squads.

Our Weapons of Mass Murder (WMM) course teaches the basic principle of how a laboratory works, how to identify the processes, sampling procedures, render-safe procedures, and operational safety while mitigating the hazards. The course is presented by lecture and class activities, culminating in a laboratory response. Total class time is 40 hours that is taught by two instructors with over 25 years of experience teaching chemistry to Fire Services and Military.

Our Exercise Support program has supported exercises up to 2500 in attendance. The exercises are developed and/or facilitated by Federal Strategies, LLC and with or without a WMM laboratory or props. The technician is responsible for setup, stimulants, disassembly and shipping. This reduces the organizations' cost burden of purchasing glassware, difficulties in purchasing live chemicals, shipping requirements, designing and building of props, site setup, and unit storage of material. Additionally, exercises can be designed to accommodate entire cities' to include resources from Emergency Operations Center to EOD and SWAT operations. Our facilitators work with each response organization and coordinate all activities making events seamless in their transitioning phases. Each facilitator is an expert in that area of responsibility and knowledgeable in the Homeland Security and Evaluation Program.

## CUSTOMER INFORMATION

### 1a. Awarded Special Item Number(s) (SINs):

**426-4F** – Emergency Preparedness and First Responder Equipment, Training and Services

**426-4E** – Bomb Disposal and Hazardous Material Protective and Detective Equipment

**633-6A** – Emergency Response/Hazmat Clothing and Related Products

### 1b. Lowest Priced Model Number for each awarded SIN:

Please refer to “Federal Strategies LLC Pricing” page 6.

### 1c. Services:

Hourly Rates, Job Titles, Experience, Functional Responsibility & Education: N/A

### 2. Maximum Order Guideline: \$200,000 per all SINs.

This maximum order is a dollar amount at which it is suggested that the ordering agency request higher discounts from the contractor before issuing the order. The contractor may: 1) Offer a new lower price, 2) Offer the lowest price available under the contract, or 3) Decline the order within five (5) days. In accordance with the Maximum Order provisions contained in the schedule, a delivery order may be placed against the schedule contract even though it exceeds the maximum order.

### 3. Minimum Order Limitation:

\$100.00 per SIN: 426-4E; 426-4F; 633-6A

### 4. Geographic Coverage:

Domestic

### 5. Point(s) of Production:

Federal Strategies LLC – Fredericksburg, Virginia

Defense Group Inc. – Alexandria, Virginia

AristaTek Inc. – Laramie, Wyoming

Saint-Gobain PPC – Mexico

Response Biomedical Corp – British Columbia, Canada

### 6. The awarded price list for the GSA Multiple Award Schedule (MAS) is:

Federal Strategies, LLC Commercial Price List (Products, Courses and Labor) effective 11/1/2016.

**7. Quantity/Volume Discounts:**

Federal Strategies LLC:

Training – 1% off \$100,000+

Defense Group Inc:

Software: 5% off \$100,000-\$300,000; 10% off \$300,001-\$600,000; 15% off \$600,001+

Support: 2% off \$100,000-\$300,000; 4% off \$300,001-\$600,000; 6% off \$600,001+

Hardware: No Discount

AristaTek:

5% on quantity of 20+

Saint-Gobain:

OneGlove: 5% off \$50,000+

OneSuit: 5% off \$500,000+

Response Biomedical Corp: None

**8. Prompt Payment Terms:**

0.1% - 10Days, Net 30 Days

**9. Government Purchase Cards:**

Accepted at or below the micro-purchase threshold, will also accept for orders of \$2,500.

**10. Foreign Items:**

None

**11a. Time of Delivery:**

Federal Strategies LLC: 14 DARO

Defense Group Inc: 60 DARO

AristaTek: Software 14 DARO; Hardware 30-60 DARO

Saint-Gobain: 40-90 DARO

Response Biomedical Corp: 7 DARO

**11b. Expedited Delivery:**

Contact Contractor

**11c. Overnight and 2<sup>nd</sup> Day Delivery:**

Contact Contractor

**11d. Urgent Requirements:**

Contact Contractor

**12. FOB Points:**

633-6A – Destination

426-4F – Origin

426-4E - Origin

**13. Ordering Address:**

Federal Strategies, LLC

927 Maple Grove Dr.

Suite 201

Fredericksburg, VA 22407

**14. Payment Address:**

Same as ordering address

**15. Warranty Provision:**

Contractor's standard commercial warranty

**16-24: N/A**

**25. Data Universal Numbering System (DUNS)**

831253013

**26. Notification regarding registration in Central Contractor Registration (CCR/SAM) database:**

Registered

## TRAINING AND PRODUCT PRICING

SIN: 426-4F

Federal Strategies, LLC  
 Commercial Price List (Products)  
 Effective November 1, 2016

## FEDERAL STRATEGIES

Job Code	Job Description/Labor Category	Net Price
FS-EPPM	Emergency Preparedness Program Manager (\$69.37 X 40hr Min)	\$2,774.80
FS-EPA	Emergency Preparedness Analyst (\$59.17 X 8hr Min)	\$473.36



Model No.	Product Name	Net Price
PEAC-WMDV6.2 WIN	PEAC-WMD v6.2 for Windows with 3 years of tech support and upgrades	\$3,365.24
TECH-SUP v6.2 WIN	1 Year of Updates & Tech Support for PEAC-WMD v6.2 for Windows (beyond year 3)	\$423.17
PEAC-WMDv6 TR-TR	Train-the Trainer Course for PEAC-WMD v6	\$6,549.12



Model No.	Product Name	Net Price
R-C26.2	SW HICS Expansion Pack	\$503.78
R-C6.3	CoBRA Command Post X (Itronic w/CoBRA)	\$9,319.90
R-C2.13	CoBRA v4.x (FOUO)	\$2,518.89
R-C30.0	Obsidian Bomb Tools (IED Defeat Module)	\$1,002.52
R-C8.3	CoBRA Support Subscription (v4.x)	\$251.89
R-C31.0	Obsidian Tool Support Subscription	\$201.51



[SIN: 426-4F](#)

## FEDERAL STRATEGIES

Course No.	Course Name	Course Length	Net Price
FS-CDE	Chemical Detection Equipment Course (1 person min, 12 person max, 3 per detector)	up to 4 hours	\$2,201.51
FS-BDE	Biological Detection Equipment Course (1 person min - 12 person max)	4 hours	\$2,201.51
FS-HAP-B	Basic HAPSITE Course (Portable GC/MS) (1 person min, 10 person max, 2 per hapsite)	40 hours	\$9,571.79
FS-HAP-A	Advanced HAPSITE Course (1 person min, 10 person max, 2 per hapsite)	40 hours	\$9,974.81
FS-472	NFPA 472 Course (1 person min - 10 person max)	80 hours	\$17,632.24
FS-472R	NFPA 472 Refresher Course (1 person min - 10 person max)	40 hours	\$8,564.23
FS-NET	New Equipment Training Course - PPE (1 person min - 12 person max)	4 hours	\$2,201.51
FS-WMD	WMD Awareness Course (1 person min - 22 person max)	8 hours	\$2,201.51
FS-DEV	Exercise Development (0 person min - 0 person max)	48 hours	\$6,549.12
FS-FAC	Exercise Facilitation (8 person min - 25 person max)	16 hours	\$13,098.24
FS-SHP-O	Basic CBRNE Shipboard Response Operator Course (15 person min - 25 person max)	24 hours	\$39,899.24
FS-SHP-S	Shipboard Safety Course (15 person min - 25 person max)	16 hours	\$21,944.58
FS-CWA	Chemical/Biological Warfare Agent Small Scale Production (8 person min - 25 person max)	40 hours	\$44,886.65
FS-SUR	Survey Characterization on Monitoring (8 person min - 25 person max)	40 hours	\$19,949.62
FS-MML	Medical Moulage (18 person min - 25 person max)	24 hours	\$648.36
FS-PALS	Pediatric Advanced Life Support (AHA) (18 person min - 25 person max)	16 hours	\$249.37
FS-BCLS	Basic Cardiac Life Support (AHA) (18 person min - 25 person max)	8 hours	\$59.85
FS-ACLS	Advanced Cardiac Life Support (AHA) (18 person min - 25 person max)	16 hours	\$249.37
FS-EMTB	National Registry of Emergency Medical Technicians EMT Basic Refresher (18 person min - 25 person max)	24 hours	\$299.24

FS-PARA48	National Registry of Emergency Medical Technicians Paramedic Refresher (18 person min - 25 person max)	48 hours	\$448.87
FS-PARA24	National Registry of Emergency Medical Technicians Paramedic Refresher (18 person min - 25 person max)	24 hours	\$249.37
FS-CLS	Combat Lifesaver Training (18 person min - 25 person max)	24 hours	\$299.24
FS-TCCC	Tactical Combat Casualty Care (18 person min - 25 person max)	16 hours	\$398.99
FS-AMLS	Advanced Medical Life Support (18 person min - 25 person max)	16 hours	\$199.50
FS-APHTLS	Advanced Pre Hospital Trauma Life Support (18 person min - 25 person max)	16 hours	\$398.99

[SIN: 426-4E](#)



Model No.	Product Name	Net Price
B1000	RAMP Starter Kit (for Environmental Testing)	\$10,847.71
B1101	RAMP Anthrax Test Kit	\$646.10
B1102	RAMP Ricin Test Kit	\$521.66
B1103	RAMP Botulinum Toxin Test Kit	\$521.66
B1104	RAMP Pox Test Kit	\$646.10
B1109	RAMP Environmental Training Test Kit	\$421.16
C1100	RAMP® 1 Clinical Reader System	\$3,216.12
RA3035	RAMP® Barcode Wand	\$382.87
RA3030	RAMP® Printer System	\$373.30
C2100	RAMP® 200 CM Control Module	\$2,633.47
C3100	RAMP® 200 TM Test Module	\$2,180.09
91030	RAMP® Barcode Scanner	\$410.69
91038	RAMP® 200 Printer	\$484.90
C1101	RAMP® Troponin I Test Kit	\$354.16
C1102	RAMP® CK-MB Test Kit	\$368.77
C1103	RAMP® Myoglobin Test Kit	\$381.26
C1105	RAMP® NT-proBNP Test Kit	\$456.29
90034	RAMP® Influenza A/B test	\$459.45
90058	RAMP® RSV test	\$421.16



SIN: 633-6A

Model No.	Product Name	Net Price
22403M -22414M	OneGlove (XS-XXL) Minimum Order Requirement: 12 pair (any size)	\$134.66
1S-P-SM	OneSuit Pro (Small)	\$1,133.50
1S-P-MD	OneSuit Pro (Medium)	\$1,133.50
1S-P-LG	OneSuit Pro (Large)	\$1,133.50
1S-P-XL	OneSuit Pro (Extra Large)	\$1,133.50
1S-P-XXL	OneSuit Pro (Double Extra Large)	\$1,246.85
1S-P-XXXL	OneSuit Pro (Triple Extra Large)	\$1,246.85
1S-F-SM	OneSuit Flash (Small)	\$2,584.38
1S-F-MD	OneSuit Flash (Medium)	\$2,584.38
1S-F-LG	OneSuit Flash (Extra Large)	\$2,584.38
1S-F-XL	OneSuit Flash (Double Extra Large)	\$2,584.38
1S-B-SM-OG	OneSuit Shield with ONEGlove (Small)	\$707.30
1S-B-MD-OG	OneSuit Shield with ONEGlove (Medium)	\$707.30
1S-B-LG-OG	OneSuit Shield with ONEGlove (Large)	\$707.30
1S-B-XL-OG	OneSuit Shield with ONEGlove (Extra Large)	\$707.30
1S-B-2X-OG	OneSuit Shield with ONEGlove (Double Extra Large)	\$770.78
1S-B-3X-OG	OneSuit Shield with ONEGlove (Triple Extra Large)	\$770.78
22596	OneSuit Adaptor Kit	\$217.63

## COURSE DESCRIPTIONS

### Course Descriptions

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#### Chemical Detection Equipment Courses

This 4-hour course is focused to overview monitoring and detection equipment for hazardous material. Theory, employment, and analysis of the information provided from each detector and monitor are the predominate objectives.

#### Biological Detection Equipment Courses

This 4-hour course covers the detection equipment available for identifying biological hazards.

#### Portable GC/MS Courses (HAPSITE)

Two HAPSITE courses are available. The 40-hour Basic HAPSITE course focuses on building a foundation for employment and identification in the contaminated environment. A Specialized course is designed to meet the Commander's intent. This course can be modified for any task the unit or organization needs to include: method development, calibration curves, maintenance, and /or analysis of acquired data.

#### NFPA 472 and Refresher Courses

We teach using the International Association of Fire Fighters (IAFF) course curriculum. Our instructors have 20-30 years of experience as a Fire Fighter, Fire Chief, Hazmat Technician, and / or Paramedic. This course is recognized by all governing bodies.

#### New Equipment Training (NET)

NET can be specially developed for units that receive equipment without the proper training from the manufacturer or without training that is substantial enough to meet the organization's needs. We provide Subject Matter Experts (SME) to assist in integrating new equipment to the unit. Manufacture training of a piece of equipment is often lacking the understanding of unit operations and procedures. We fill gaps and assist in the development and delivery of a standardized training platform for any piece of new equipment.

#### Personal Protective Equipment (PPE)

New personnel require awareness-level training. The PPE course provides users with the skills and knowledge necessary to prepare equipment for operation, and to operate, recover, and store the equipment as well. In addition, some maintenance training can be provided upon request.

#### Basic CBRNE Shipboard Response Operator Course (16 Hours)

The purpose of this course is to enhance down-range monitoring, rescue and extraction skills and to assure that response element Tactics, Techniques and Procedure (TTPs) are relevant in order to meet the current Threat Environment. This process will be underscored through a targeted Training Program of Instruction (TPI) featuring Situational Training Exercises (STX), followed by regularly scheduled and evaluated Functional Training Exercises (FTX).

### Shipboard Safety Course (16 Hours)

The purpose of this course is to ensure that CBRNE/WMD response personnel are sufficiently trained in the core functional areas needed to assure response commanders that their personnel are familiar with the basic aspects of water safety, vessel familiarization, vessel layout, vessel boarding procedures and rescue operations.

### Chemical / Biological Warfare Agent Small Scale Production (40 Hours)

The purpose of this course is to enhance down-range monitoring, rescue and extraction skills and to assure that response element Tactics, Techniques and Procedure (TTPs) are relevant in order to meet the current Threat Environment. This process will be underscored through a targeted Training Program of Instruction (TPI) featuring Situational Training Exercises (STX), followed by regularly scheduled and evaluated Functional Training Exercises (FTX).

### Survey Characterization and Monitoring (40 Hours)

The purpose of this course is to assist the survey section in Site Characterization and Monitoring Strategy Fundamentals and Processes. Our instructors will promote and assist the Survey team in response tactics, techniques and procedures. We bring the science of all monitoring to a single answer of what does all this data means.

### Medical Moulage (24 Hours)

Federal Strategies' Medical Moulage training consists of a three-day course designed to meet the requirements of the Army Medical Department standards of training to include TC8-800 and Combat Medic Advanced Skills Training.

### Pediatric Advanced Life Support (AHA) (16 Hours)

The PALS course gives healthcare professionals the knowledge and skills to better recognize and treat critically ill infants and children. The course uses a scenario-based, team approach to teach pediatric emergency management of pediatric patients approaching or already in respiratory or cardiac arrest.

### Basic Cardiac Life Support (AHA) (8 Hours)

The Basic Life Support (BLS) for Healthcare Providers Course is designed to provide a wide variety of healthcare professionals the ability to recognize several life-threatening emergencies, provide CPR, use an AED, and relieve choking in a safe, timely and effective manner.

### Advanced Cardiac Life Support (16 Hours)

The Advanced Life Support (ALS) for Healthcare Providers Course is designed to provide a wide variety of healthcare professionals the ability to recognize several life-threatening emergencies and is a follow-on course to our BLS course.

### NREMT EMT Basic Refresher (24 Hours)

The 24-hour EMT-Refresher course is a review of the skills and knowledge covered in the EMT- Basic course. Attendance in an EMT-Refresher course and successful completion of practical testing every two years is required by the National Registry of Emergency Medical Technicians to maintain EMT certification.

### NREMT Paramedic Refresher (24 Hours)

The Paramedic 48-Hour Refresher course provides the student with the Mandatory and Flexible Core requirements of the National Registry of Emergency Medical Technicians Paramedic Refresher content and the U.S. Department of Transportation 48-hour Paramedic Refresher Curriculum. This program utilizes a combination of directed study, classroom lecture, practical skills practice, and simulated patient scenarios to refresh the pre-existing knowledge base and skills of an EMT-Paramedic.

### NREMT Paramedic Refresher (48 Hours)

The Paramedic 48-Hour Refresher course provides the student with the Mandatory and Flexible Core requirements of the National Registry of Emergency Medical Technicians Paramedic Refresher content and the U.S. Department of Transportation 48-hour Paramedic Refresher Curriculum.

### Combat Lifesaver Training (24 Hours)

The Combat Lifesaver Course is recognized by the Army Institute for Professional Development. The Combat Lifesaver is a bridge between the self-aid/buddy-aid (first aid) training given to all soldiers during basic training and the medical training given to the combat medic.

### Tactical Combat Casualty Care (16 Hours)

In the combat environment, the situation is very different from the civilian environment. Casualty care in this setting must be the best possible combination of good medicine and good small-unit tactics. The critical thinking skills of the individual as both a tactical operator and a medical provider must be brought into play.

### Advanced Medical Life Support (16 Hours)

AMLS emphasizes using scene size up, inter-active group discussion on potential treatment strategies, history, and probabilities in diagnosing a patient's medical problem. AMLS implements an initial assessment-based approach that progresses to a diagnostic-based approach to develop a treatment plan for a specific medical condition.

### Advanced Pre Hospital Trauma Life Support (16 Hours)

Pre-hospital Trauma Life Support (PHTLS) is recognized around the world as the leading continuing education program for pre-hospital emergency trauma care. PHTLS promotes excellence in trauma patient management through global education of all providers involved in the delivery of pre-hospital care.

## CONTACT INFORMATION

Company Address

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